

Annie Byrne

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Professional Experience

Fishmonger/Retail Manager 1/2015-4/2019

Coastal Seafoods/Fortune MN -- Minneapolis, MN

- Managed retail business for two high volume, multi-million dollar seafood markets, including oversight of P&L, waste reduction, inventory, and supervision of employees.
- Sustained growth through strategic buying, pricing, and merchandising fresh seafoods and gourmet ingredients.
- Developed new channels for revenue growth in partnership with the President of Fortune MN and the Director of Corporate Development including promotional events such as garage sales, fisherman's markets and off-the-truck Sales. Curated relationships with local gourmet producers and seafood purveyors.
- Lead a team of 10-15 employees focused on excellence in customer service and ongoing product knowledge/service training. Demonstrated leadership through the implementation and optimization of a new POS system, transition through corporate purchase and development of training manuals. Created engaging customer experiences through social media, recipe development, event production and marketing of specialty products.
- Enforced HACCP in accordance with MN Dept of health and AG standards for seafood handling.

Line Cook 03/2011 - 1/2015

Lucia's Restaurant – Minneapolis, MN

- Responsible for fish, meat and vegetable butchery and cookery focused on local and sustainable ingredients.
- Received experience in brigade style french inspired kitchen, expediting, catering and menu planning.
- Ensured smooth kitchen operation by overseeing daily ordering, receiving, inventory, and managing cooks.

Sous Chef 5/2009-11/2011

The Butcher Block – Minneapolis, MN

- Key player in daily menu planning, product ordering, menu execution in 60 seat fine dining restaurant.
- Gained experience in whole animal butchery, Roman cuisine.

Lead Cook 11/2009-3/2011

Roots Café, Aramark Corporation – Minnetonka, MN

- Prepared and executed recipes for 300 guests twice daily, responsible for hot/cold lines, special events and catering in a corporate environment.

Prep Cook 10/2008-5/2009

Valley Natural Foods – Burnsville MN

- Produced 10-12 recipes daily. Prepared new recipes for deli and hot entree bar specializing in natural, organic, local and sustainable products for alternative diets.

Line Cook, Deli Manager 9/2002-10/2008

Boun Giorno Italia/Osteria I Nonni – Lilydale, MN

- Managed specialty Italian market/casual dining space.
- Gained knowledge of imported Italian goods including charcuterie, cheeses, preserved items and Roman cuisine.

Education

Food Manager Certified, Serv-Safe Certified

International Culinary School at the Art Institutes – Minneapolis, MN **Certificate** Culinary 2009

St. Catherine University – St. Paul, MN **Bachelor of Arts** English, Studio Arts 2007

Traveled to Copper River, AK for research with the PWS marketing team, Member of Women Chefs and Restaurateurs organization.